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Message Text

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PAGE 01 CARACA 14721 221909Z
ACTION COME-00

INFO OCT-01 ARA-10 ISO-00 EB-07 /018 W
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R 221821Z DEC 76
FM AMEMBASSY CARACAS
TO SECSTATE WASHDC 6065

UNCLAS CARACAS 14721

E.O. 11652: N/A
TAGS: BEXP, VE
SUBJECT: CONTRACTING WTDR REQUIREMENTS

REF: STATE A-5327

1. THE FOLLOWING ANSWERS CORRESPOND TO QUESTIONS A THRU Q IN REFAIR.

A) DUN & BRADSTREET, C.A., IN CARACAS. ENGAGED IN SUPPLYING COMMERCIAL INFORMATION ON LOCAL FIRMS. OCTOBER 2, 1974

B) FOR THE FIRST 100 REPORT UNITS US$17.75 (BS. 76.00) EACH

FOR THE REMAINDER REPORT UNITS US$15.88
(BS. 68.00) EACH
(REPORTS OF FIRMS LOCATED IN METROPOLITAN CARACAS ARE CHARGED FOR 1 REPORT UNIT; REPORT OF FIRMS LOCATED IN THE REST OF THE COUNTRY ARE CHARGED FOR 1.5 REPORT UNITS).

C) FROM JULY 1, 1975 TO JUNE 30, 1976 THE CONTRACTOR SUPPLIED REPORTS FOR 1,253 REPORT UNITS.

FROM JULY 1, 1976 TO SEPTEMBER 30, 1977 (15 MONTHS)
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IT IS ESTIMATED THAT THE CONTRACTOR WILL SUPPLY REPORTS FOR 2,200 REPORT UNITS.

D) 87 PERCENT.

E) THE CONTRACTOR HAS BEEN REQUESTED TO PROVIDE

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ALL THE INFORMATION REQUIRED FOR WTDRS. BUT, IN FACT,
IN A SUBSTANTIAL NUMBER OF REPORTS THE INFORMATION
PROVIDED IS NOT COMPLETE. INFORMATION ON FIRM'S
ACTIVITIES AND IMPORTS IS NOT COMPREHENSIVE.
CONTRACTOR SOMETIMES FAILS TO PROVIDE INFORMATION ABOUT
COMMERCIAL REFERENCES, AMERICAN FIRMS REPRESENTED,
AND CABLE ADDRESSES.

F) NO. POST QUESTIONNAIRE IS SENT TO FIRMS
ONLY WHEN POST ELABORATES THE WTDRS THROUGH DIRECT
CONTACTS.
OTHER SOURCES CONSULTED TO OBTAIN ADDITIONAL INFORMATION
ARE: PREVIOUS WTDRS COPIES; COMMERCIAL REFERENCE FILES
AND OCCASIONALLY SOME BANKS.

G) NO.

H) NO.

I) NO.

ONE FSL COMMERCIAL SPECIALIST DOES THE SIC
CODING, CONSUMING AN ESTIMATED AVERAGE OF 15 MINUTES
PER REPORT.

J) YES.

K) THE CONTRACTOR SELLS THE SAME INFORMATION TO
OTHERS THAT HE SUPPLIES TO THE POST.

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L) ACCORDING TO THE CONTRACT, THE SUPPLIER HAS A
MAXIMUM PERIOD OF 10 DAYS TO SUPPLY THE REPORTS FOR
THOSE FIRMS LOCATED IN THE CARACAS METROPOLITAN AREA,
AND 21 DAYS FOR FIRMS LOCATED OUTSIDE OF CARACAS.
IN A SAMPLE OF 70 CARACAS FIRMS AND 30 NON-CARACAS
FIRMS, THE FOLLOWING RESULTS WERE FOUND:

	CARACAS	INTERIOR
REPORTS REQUESTED	70	30
NO. OF DAYS REPORT REQUESTED WITHIN	10	21
AVERAGE DAYS RECEIVED	26	46
MINIMUM	4	9
MAXIMUM	70	77

M) ALL THE FOLLOWING WORK IS DONE BY ONE FSL
COMMERCIAL SPECIALIST:

(1) 247 PERSON/HOURS

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(2), (3) AND SIC CODING 988 PERSON/HOURS
WTDR CONTRACTING ADMINISTRATION 247 PERSON/HOURS
1,482 PERSON/HOURS

N) ASSUMING THAT ALL THE WORK INVOLVED IN THE PREPARATION OF WTDRS COULD BE DONE BY TWO FSL COMMERCIAL SPECIALISTS, IT IS ESTIMATED THAT A TOTAL OF 1,623 PERSON-HOURS ARE SAVED IN CONTRACTING WTDRS.

O) (1) THE ADEQUACY OF INFORMATION IS REASONABLY SATISFACTORY, EVEN CONSIDERING THAT CONTRACTOR SOMETIMES FAILS TO PROVIDE INFORMATION ABOUT COMMERCIAL REFERENCES, AMERICAN FIRMS REPRESENTED, CABLE ADDRESS, ETC., AND THAT MANY TIMES INFORMATION ON FIRM'S ACTIVITIES AND IMPORTS IS NOT COMPREHENSIVE.

(2) RELIABILITY IS TOTALLY SATISFACTORY.

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(3) PROMPTNESS IS UNACCEPTABLE. LARGE DELAYS IN SUPPLYING REPORTS HAVE BEEN CONTINUOUSLY OBSERVED. SOME REPORTS HAVE BEEN DELAYED SEVENTY SEVEN DAYS AFTER DATE REQUESTED.

P) WTDR CONTRACTING RESULTS IN LOSS OF POST PERSONAL CONTACTS WITH BUSINESS FIRMS. THIS MIGHT DIMINISH POSSIBILITY OF OBTAINING LEADS FOR THE PREPARATION OF PRIVATE TRADE OPPORTUNITIES-TOP.

Q) WTDR CONTRACTING MIGHT BE CONSIDERED AS AN AUXILIARY TOOL TO OBTAIN DATA ON LOCAL FIRMS IF REPORTS CAN BE OBTAINED QUICKLY. WHENEVER POSSIBLE POST OUGHT TO DO WTDRS WITH ITS OWN STAFF, IF WORKLOAD PERMITS IT.
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